

Conference Room Pilot (CRP) — Solicitations

for Wave 1 and Wave 2 Departments

April 24, 2014





Agenda

- FI\$Cal Project Overview
- Wave 2 CRP Objectives and Approach
- FI\$Cal Solution Overview
- <Functional Topic Area >
 - □ Key Terms
 - Business Process Overview
 - Scenarios Overview
 - Covered Requirements
 - Demonstration
 - □ Key Gaps
- Technology Considerations
- Session Recap



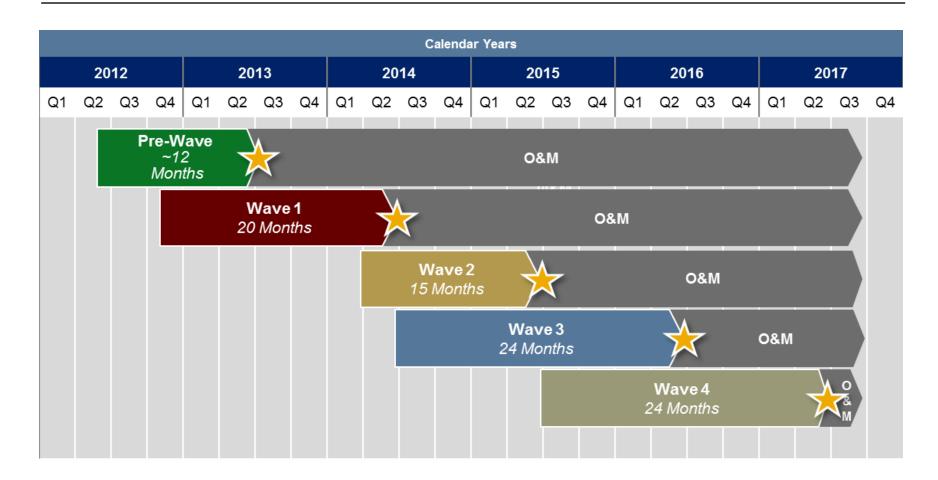


FI\$Cal Project Overview

- The Financial Information System for California (FI\$Cal) is a business transformation project for the State in the areas of budgeting, accounting, procurement, and cash management. The Project prepares the State to work in an integrated financial management system.
- Four Partner Agencies are working together to form the partnership to support FI\$Cal at the highest level:
 - Department of Finance (DOF)
 - Department of General Services (DGS)
 - ☐ State Controller's Office (SCO)
 - ☐ State Treasurer's Office (STO)



FI\$Cal Wave Timeline







CRP Objectives

- The Wave 2 CRPs will:
 - Facilitate interactive discussion on "To-be" state business processes
 - Demonstrate delivered software capabilities to meet state requirements
 - Confirm application requirements and identify gaps where business needs are not satisfied by standard software functionality
 - Identify critical concerns/issues for each process area





Business Requirements – Overview

What is a Business Requirement?

- □ Business requirements specify the functionality of an application
- Business requirements collectively represent the "To-Be" state of a system
- Requirements denote common functionality across all Departments
- □ The FI\$Cal project team contracted with Informatix to facilitate Joint Application Development (JAD) sessions with all partner and stakeholder departments to tailor the baseline requirements to the FI\$Cal project in 2006
- State conducted several rounds of review of the requirements in the past few years
- The current baseline requirement list is taken from the FI\$Cal RFP



FI\$Cal Design Approach

Conduct Wave 2 Working Sessions

Objective

- Define and validate DRAFT processes to best meet the State's needs <u>independent</u> of the software details
- Clarify requirements

Audience

 Department of General Services (DGS)

Key Outputs

Revised DRAFT To-Be
 Processes with <u>department</u> input

Tools / Methods

- Interactive Working Sessions with department SMEs
- Gather additional input on:
 - □ As-Is Process
 - ☐ Statutes, Reg, Policy
 - ☐ To-Be Process, Benefits, Challenges

Conduct Wave 1 Solution Walkthroughs

Objective

- Provide departments with an understanding of Wave 1 FI\$Cal business processes
- Demonstration of Wave 1 FI\$Cal solution
- Identify where Wave 1 solution may not meet the needs of new departments

Audience

Wave 2 Departments absent in Wave 1

Key Outputs

- New departments prepared for CRP sessions
- Key Considerations
- Action Items and concerns from departments

Tools / Methods

- Solution Walkthroughs
- Wave 1 FI\$Cal Solution

Conduct Wave 2 Conference Room Pilots

Objective

- Conduct a systematic review of how FI\$Cal requirements and DRAFT To-Be
 Processes are enabled by the FI\$Cal software solution
- Audience
 - Wave 1 and Wave 2 departments

Key Outputs

- Revised DRAFT To-Be
 Processes with <u>department</u>
 input
- Basis for System Configurations and Functional Designs

Tools / Methods

- Interactive CRP Sessions with Department SMEs
- CRP Sandbox

Validate and Approve Process Designs

Objective

- Validate and document final business process designs
- Confirm how requirements are met

Audience

 Project team with department input

Key Outputs

- Final Business Process
 Designs
- Update Requirements
 Traceability Matrix
- RICEF Inventory

Tools / Methods

- Conduct follow-up meetings / validation sessions as necessary
- Resolve open issues / outstanding decisions

Department Participation and Input



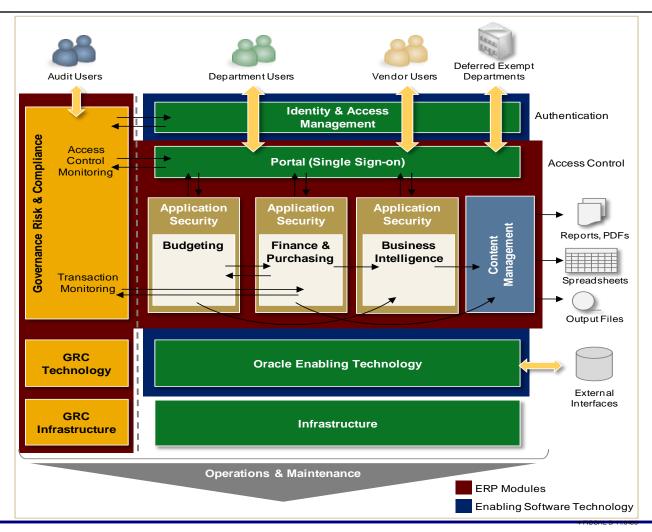


Ground Rules & Guiding Principles

- Challenge how the State does things today
- Perspective Adopt a "Statewide" perspective
- Silence is Consent Speak and share your thoughts
- There are no Bad Questions Better to question, then assume
- Consider Best Practices and business process changes
- Think of the data and information you require

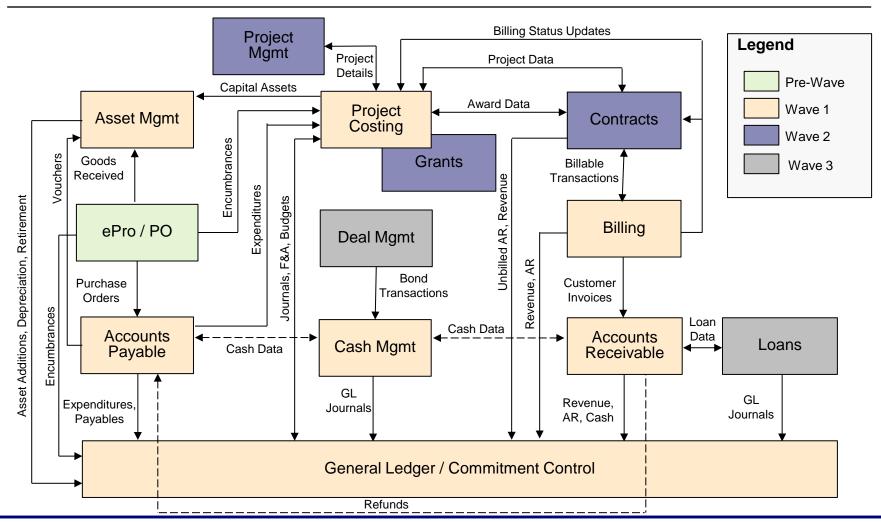


FI\$Cal Solution Overview



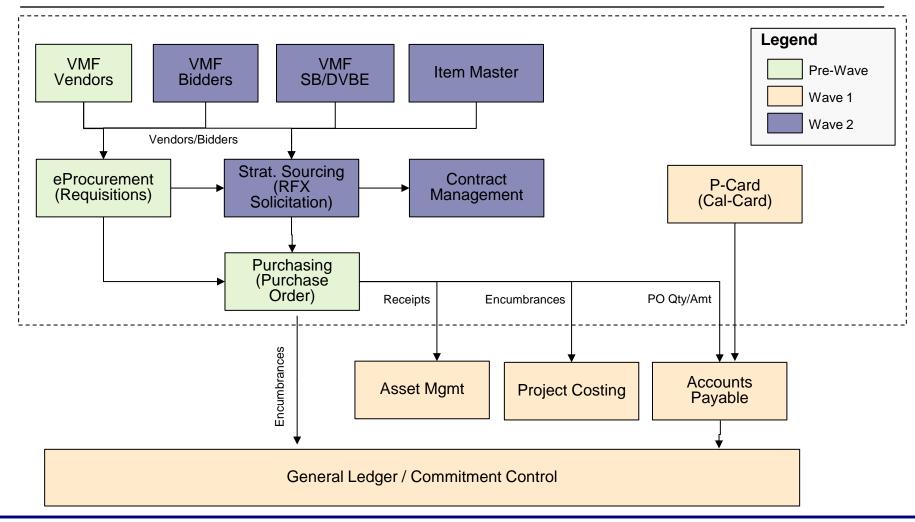


FI\$Cal Accounting Solution



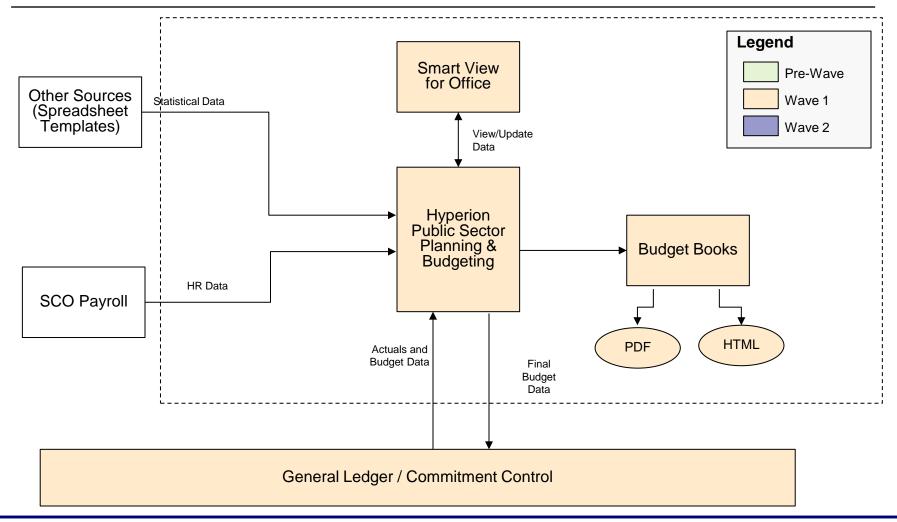


FI\$Cal Procurement Solution





FI\$Cal Budgeting Solution







ePro 1: Manage Sourcing Process

- Manage Sourcing process starts when department identifies need to purchase goods and/or services or create a new contract
- Buyer creates solicitation or addenda to an existing solicitation
- Bidder / vendor submits bid response
- Buyer analyzes bid responses
- Where applicable, create Notice of Intent to Award
 - If there is no protest, award purchase order or contract
 - If there is a protest, follow protest resolution process
- Solicitation is awarded to a contract or a PO



Key Terms

| Term | Definition |
|------------|---|
| Event | Terminology in FI\$Cal for a solicitation |
| Buy Event | A solicitation where event creator wants to buy goods or services. There are three types of buy events in PeopleSoft: Auction, RFx, Sealed RFx |
| Auction | Also known as reverse auction. All bids are visible to all bidders. Bidders can enter multiple bids, to beat the current highest-scoring bid |
| RFx | Solicitation type that applies to R equest F or Quote or Proposal or Invitation for Bid. Bidders submit a bid response by the specified end date, and bidders do not see other bids |
| Sealed Bid | Similar to RFx but event creators are restricted from viewing bids until the event has ended |



Key Terms

| Term | Definition |
|----------------------|--|
| Event Creator | The originator of the event |
| Start Date | The date and time that an event is open for bidding |
| End Date | The date and time that bids are no longer accepted |
| Preview Date | The date that prospective bidders may view the event and enter bid data, but not post/submit the bid |
| Bid | Submission of an offer on an event |
| Bid Factor | Evaluation factors for weighting responses to an event; may or may not be cost related |
| Bidder | Anyone registered in FI\$Cal and eligible to place a bid on an event |
| Vendor | Suppliers/payees actively doing business with the state (issued POs/Contracts, payments) |



Key Terms

| Term | Definition |
|------------|--|
| Sell Event | Event creator offers a good or service for sale. Sell events may be an auction (all bids visible to all bidders or RFx) |
| Weighting | Both bid factors and line items are weighted to reflect their level of importance. Weighting is used to analyze and score bids |





- Transaction originates from a requisition
- Workflow Approval
- Bidder List Specified
- Bid Evaluation Factor Cost
- Addendum/Versions



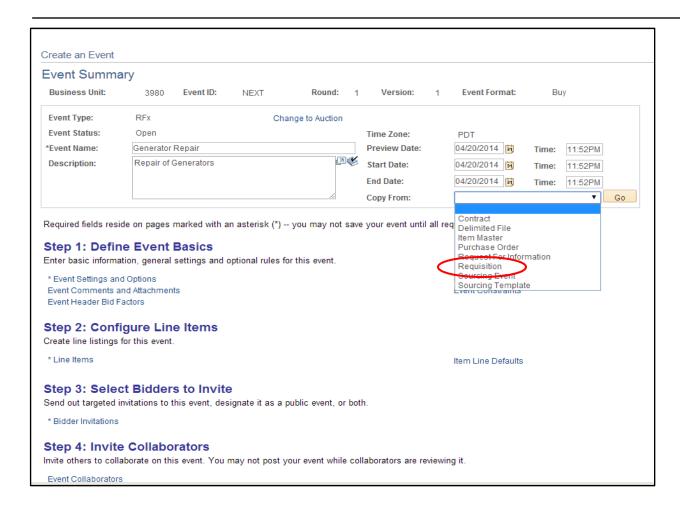
| | ID | Requirement Description |
|----|-------|--|
| PD | 73.00 | The System shall allow the appropriate type of solicitation (e.g., Request For Proposals, Request For Quotations, Request for Qualifications, Invitation For Bids) to be selected based on state business rules (e.g., class of the transaction, dollar amount). |
| PD | 74.00 | The System shall process solicitations (e.g., have mandatory fields, competitive bidding not required, appropriate workflow approvals) based on state business rules (e.g., solicitation type, class of the transaction). |
| PD | 75.00 | The System shall automatically generate a solicitation number, which is tracked to the requisition number and other related procurement information. |
| PD | 76.00 | The System shall allow authorized users to define a solicitation number. |
| PD | 79.00 | The System shall format solicitations to provide fields for bidder responses to various items (e.g., claiming a specific preference/incentive, identification of recycle categories/content), based on state need. |
| PD | 83.00 | The System shall allow a mechanism for users to determine whether all applicable elements (e.g., TACPA/EZA/LAMBRA preference, recycle content certification, DVBE program requirement) have been included in the solicitation. |

| | ID | Requirement Description |
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| PD | 84.00 | The System shall accommodate a multi-step solicitation process (e.g., bidders' conference, confidential discussions, bidder submission of Conceptual, Detailed Technical, Draft, Final Proposal). |
| PD | 87.00 | The System shall allow a solicitation notification to be sent to every vendor with a profile that matches the UNSPSC(s) and/or to create a solicitation/mailing list (i.e., a list of who will receive or has received the solicitation) with the ability to modify the list (e.g., add/deactivate a vendor). |
| PD | 92.00 | The System shall post solicitations/addenda to the CSCR, based on state business rules (e.g., exemption of specific types of contracts, rules based on acquisition approach, dollar value, transaction type), with the capability to designate whether the solicitation/addendum is accessible to all or restricted to applicable vendors on the solicitation list or bid list (e.g., vendors on the list not previously solicited, vendors not in the vendor file, only participating bidders). |
| PD | 96.00 | The System shall allow a vendor to submit more than one bid for a solicitation (i.e., bids that have differing prices and/or items proposed). |
| PD | 99.00 | Subsequent to the receipt of bids, the System shall allow bids to be opened, based on state business rules (e.g., whether it is considered a public opening, what/when items can be opened/viewed and by whom). |

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| | ID | Requirement Description |
|----|--------|--|
| PD | 100.00 | When the bids/costs are publicly opened, the System shall list user-defined bid information (e.g., name of bidder, total bid amount), based on specified criteria (e.g., sorted by vendor name, sorted by low price, accessible for view by the public with a record of who accessed the information). |
| PD | | The System shall allow the user to review/evaluate the entire solicitation response (bid) and designate a bid as nonresponsive. |
| PD | 111.00 | The System shall allow a user to process (e.g., create, edit, send, track) notices to vendors/bidders for various purposes (e.g., notice of intent to award, notice of rejection, notice of protest). |

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Key Points:

 Event creation using copy from requisition function

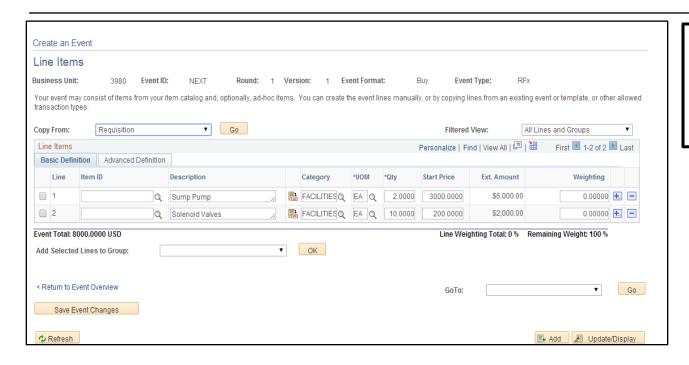




Key Points:

 Select requisition/ requisition line(s) to copy

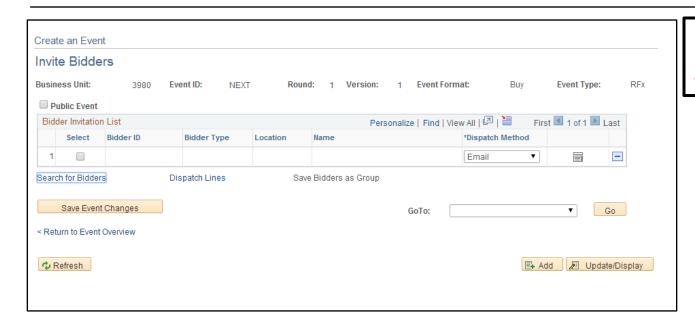




Key Points:

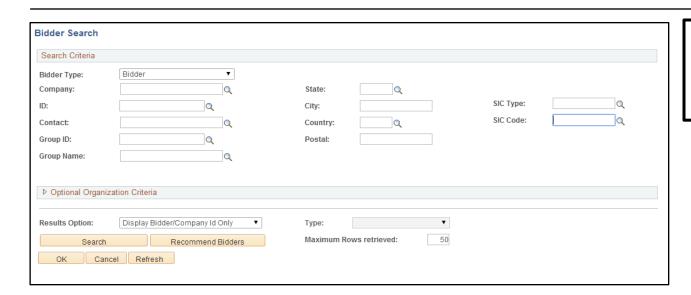
 Solicitation line with line items copied from requisition





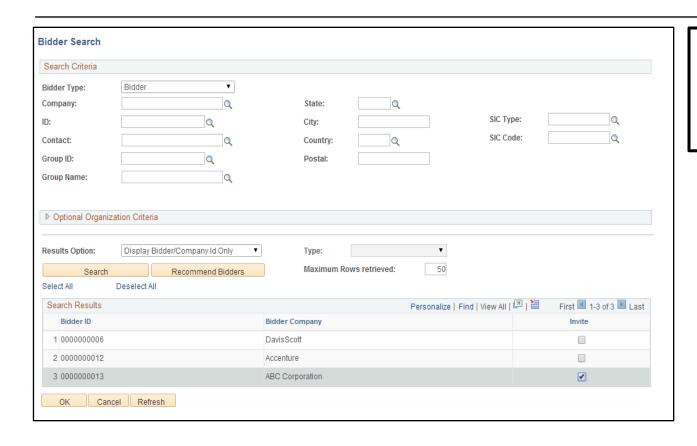
Key Points:

Bid Invitatations



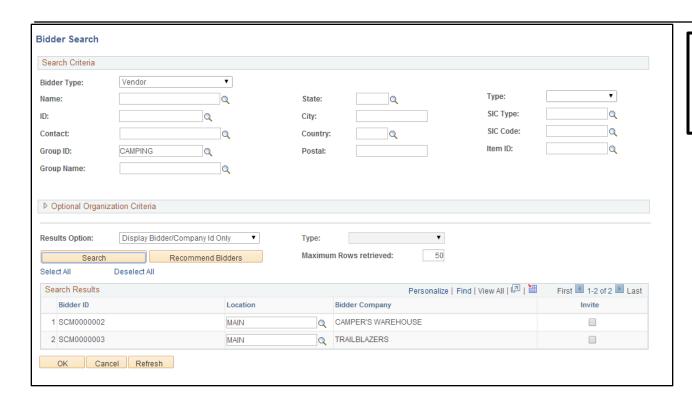
Key Points:

 Separate search for bidder



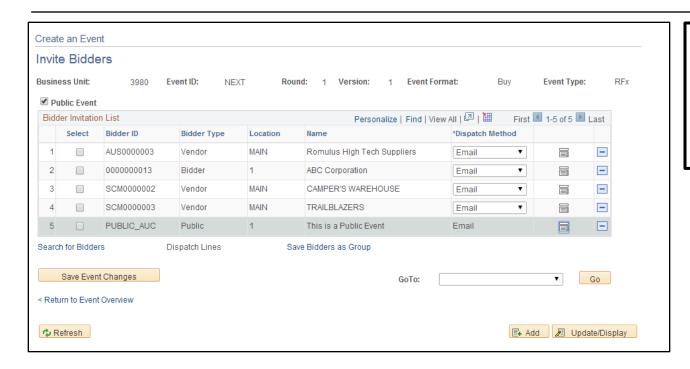
Key Points:

 Bidder search retrieves three bidders that meet the criteria



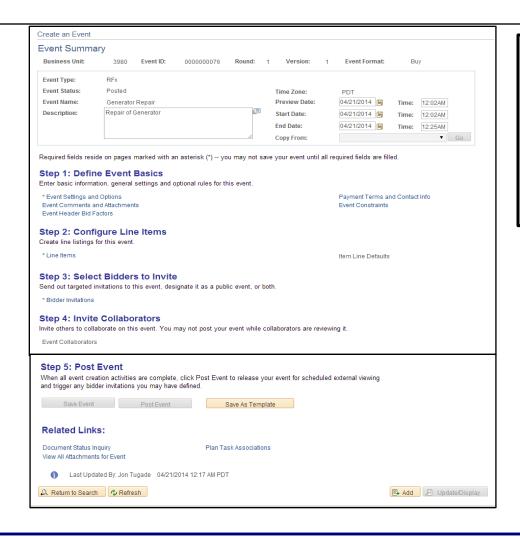
Key Points:

 Search for bidders using a bidder group



Key Points:

 Full bid list including vendors, bidders, bidder group and an added ad hoc bidder



Key Points:

 Event Main Page; Event has been approved and an event id has been issued

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 Posting will send email invitations to the bid list and post the solicitation to the portal

Scenario 1: Create Sourcing Event – IFB Key Gaps

Identification ongoing



- Create RFP by Direct Entry
- Workflow Approval
- Bid Evaluation Factor Cost and Non cost
- Collaboration
- Multi step

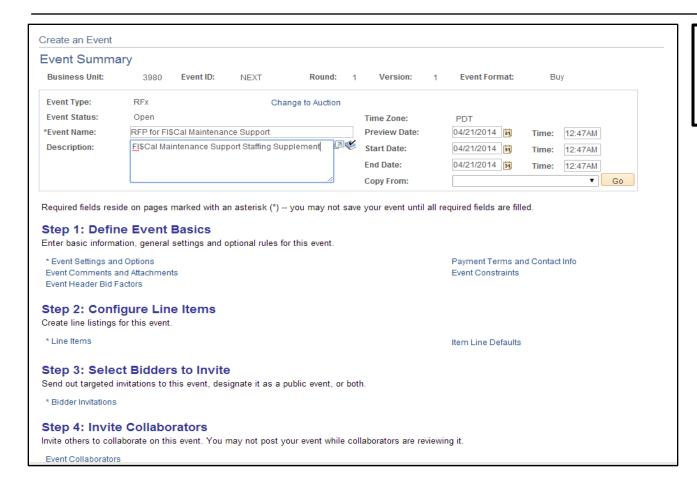


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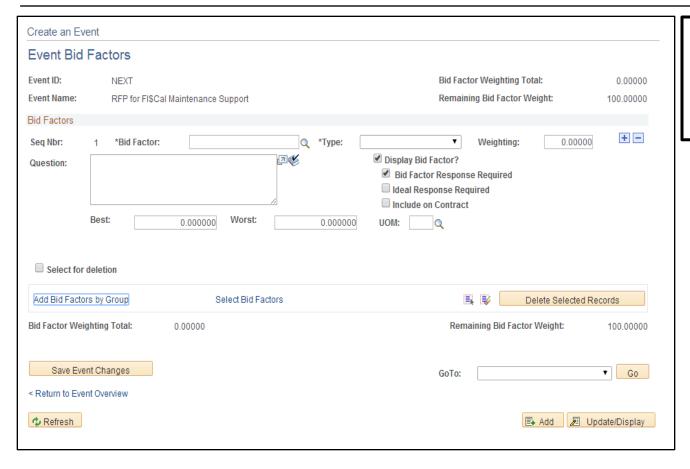




Key Points:

 Direct Entry creation of an RFP solicitation

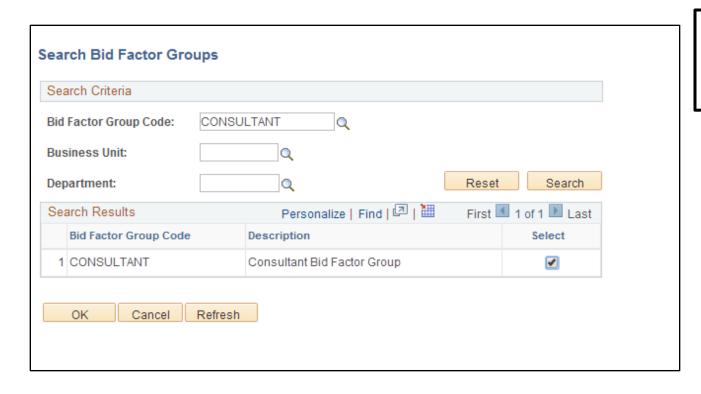




Key Points:

 Enter bid factors, select a pre defined bid factor group

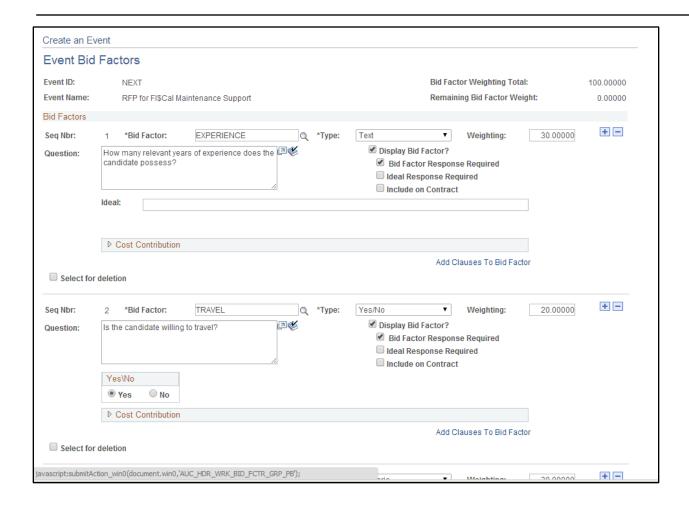




Key Points:

 Select pre defined bid factor = Consultant

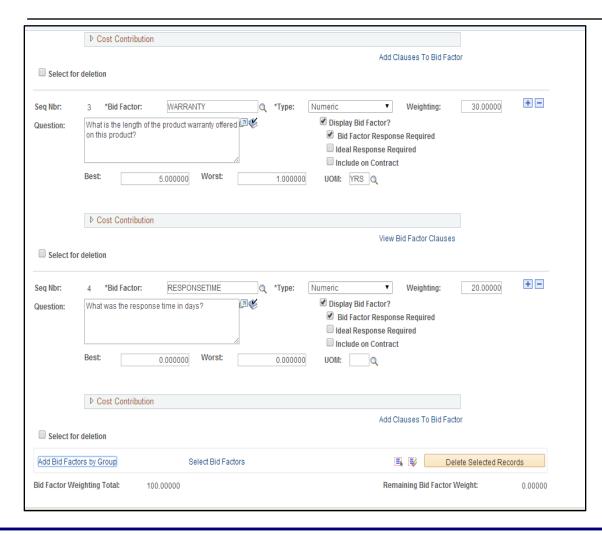




Key Points:

 Consultant bid factor group brings in 4 individual bid factors

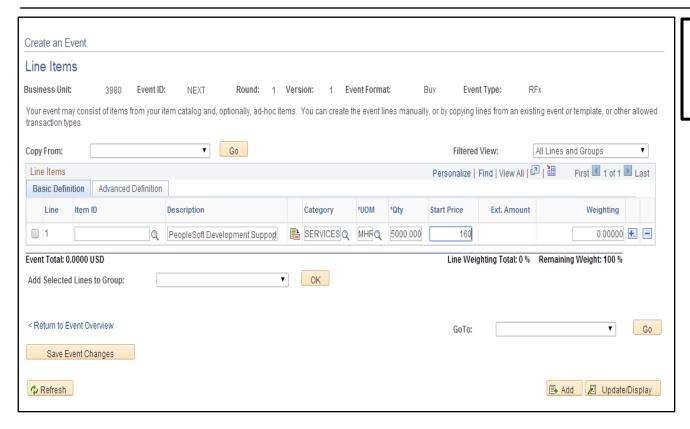




Key Points:

 Consultant bid factor group brings in 4 individual bid factors

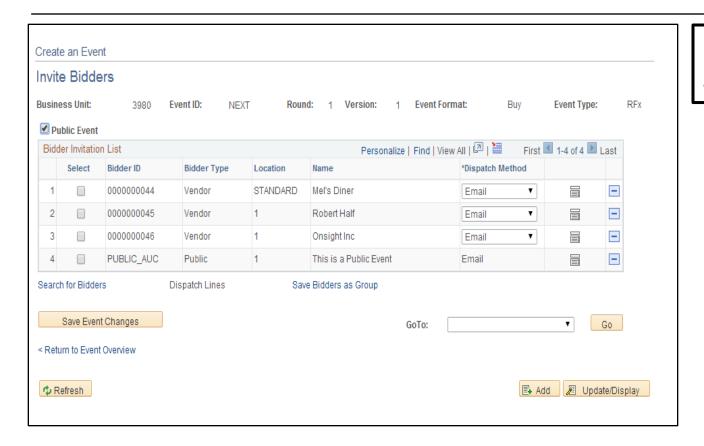




Key Points:

 Enter Line item information

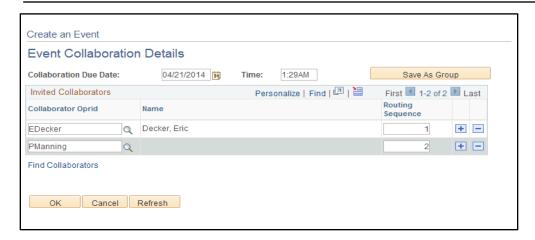


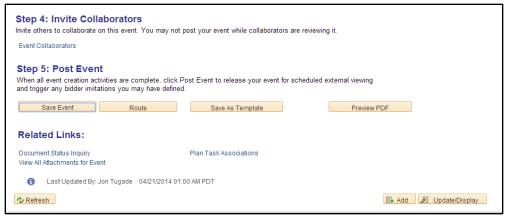


Key Points:

Invite bidders





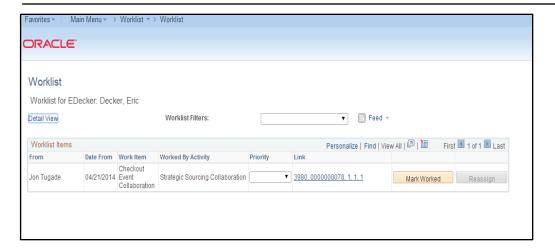


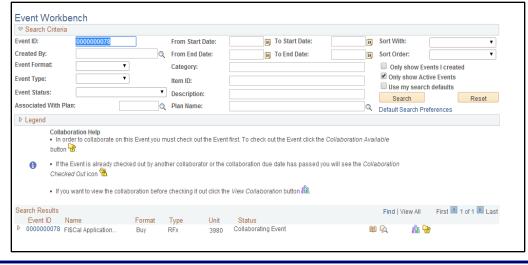
Key Points:

Invite collaborators

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Scenario 2: Create Sourcing Event – RFP

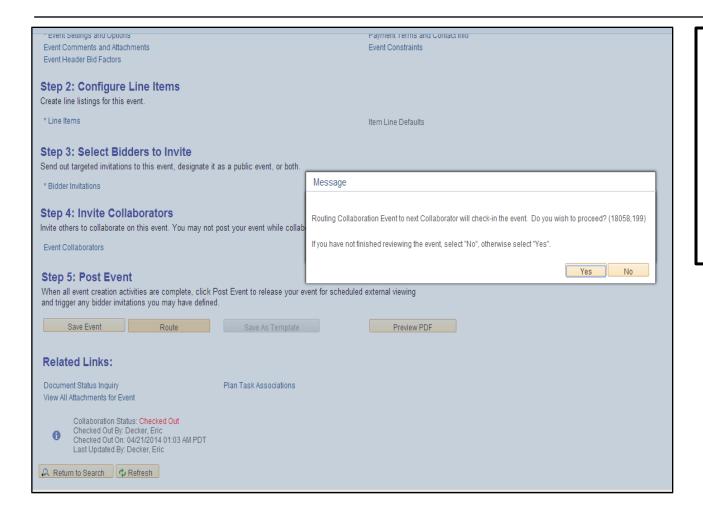




Key Points:

- Collaborator opens his worklist and finds an entry
- Collaborator clicks on the worklist link and accesses the event workbench
- Collaborator checks out the event

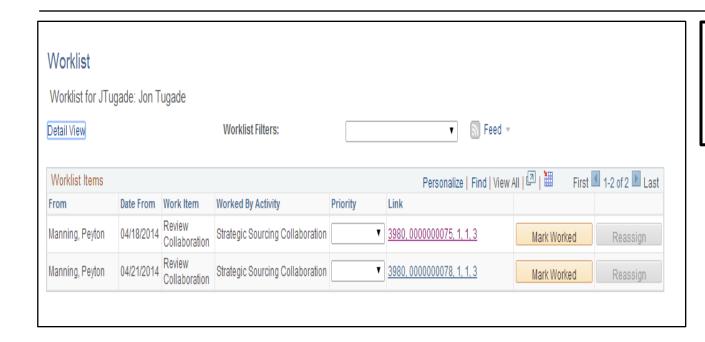




Key Points:

- After making changes to the event,
 Collaborator routes the document to the next step
- Routing checks the event back in for the next collaborator

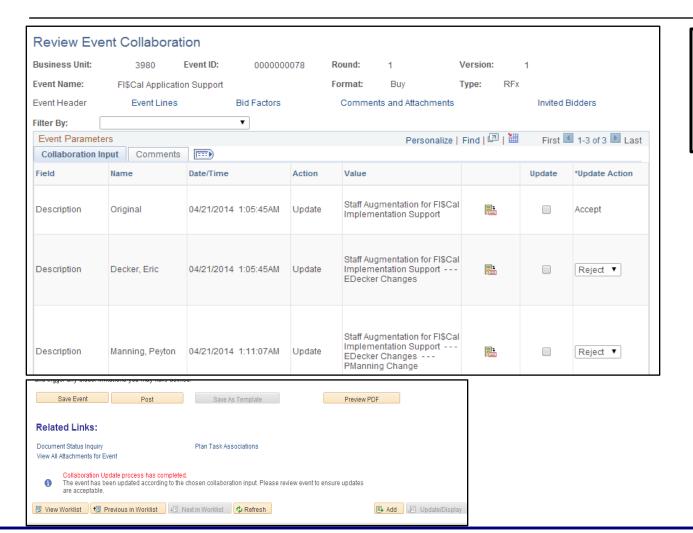




Key Points:

 The final stop of the collaboration is back to the Buyer





Key Points:

 Buyer had the option to accept or reject collaboration changes

Scenario 2: Create Sourcing Event – RFP Key Gaps

Identification ongoing



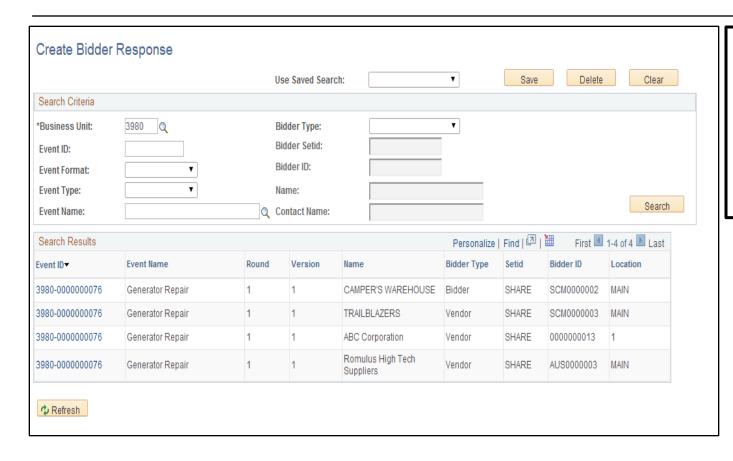


- Bidder Self Service Response Online
- Bidder Self-Service Response Using Excel
- Paper Response Entered by Buyer on Behalf of Bidder
- Two Envelope Process



| | ID | Requirement Description |
|----|--------|---|
| PD | | The System shall allow for text notes at both the header and line level of documents (e.g., requisitions, solicitations, purchase documents). |
| PD | 18.00 | The System shall automatically transfer information from one document to another (e.g., from the requisition to the solicitation and purchase document, from the solicitation to the purchase document), based on state business rules. |
| PD | 79.00 | The System shall format solicitations to provide fields for bidder responses to various items (e.g., claiming a specific preference/incentive, identification of recycle categories/content), based on state need. |
| PD | 168.00 | The System shall accommodate various solicitation award/evaluation/tabulation methodologies (e.g., low price, high point, line item). |





Key Points:

- Bidder submitted a paper bid response
- Buyer will enter bid response on behalf of bidder

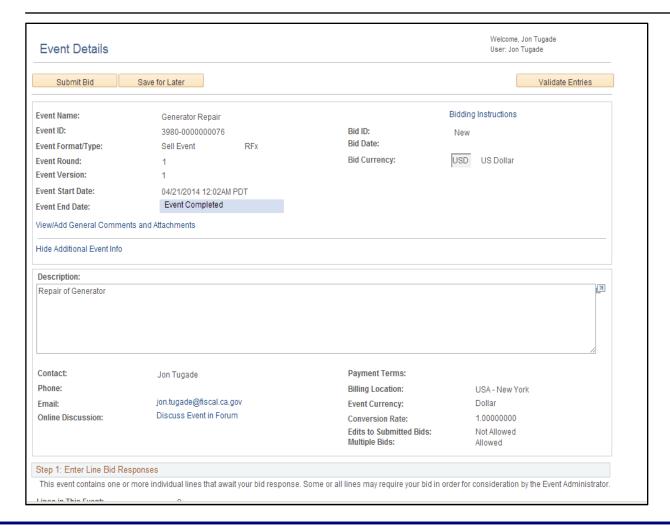




Key Points:

 Buyer enters bid on behalf of a bidder

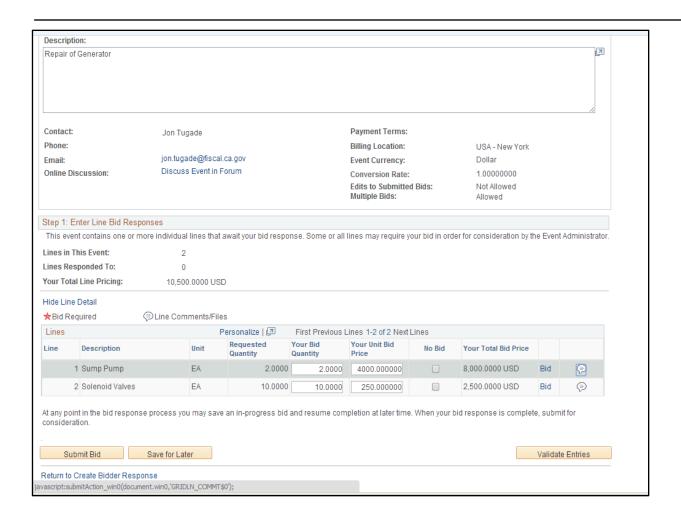




Key Points:

 Bid response header page



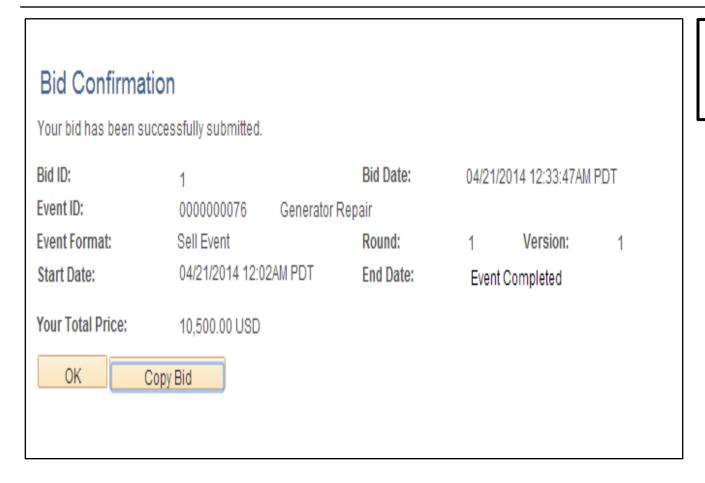


Key Points:

 Bid response line information to enter quantity and bid price





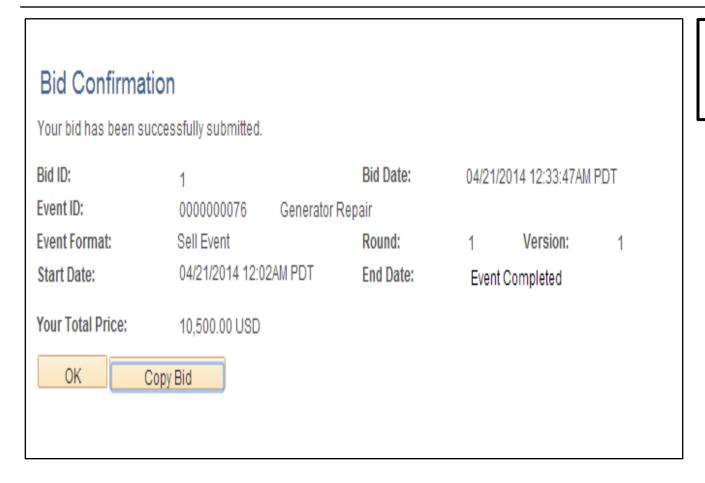


Key Points:

 Confirmation of bid submission







Key Points:

 Confirmation of bid submission

Scenario 3: Enter Bid Response Key Gaps

Identification ongoing





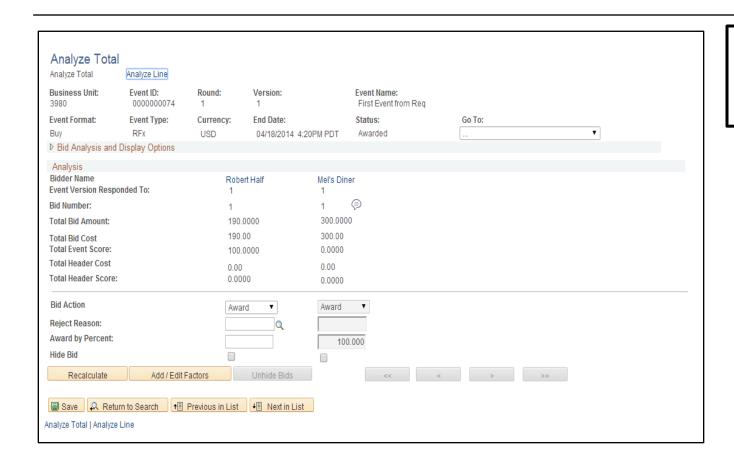
- Bid Tabulation / Preferences
- Award to PO
- Award to Contract
- Notifications Notice of Intent to Award, Winning Bid, Losing Bid, etc.
- Collaboration

| | ID | Requirement Description |
|----|--------|--|
| PD | 99.00 | Subsequent to the receipt of bids, the System shall allow bids to be opened, based on state business rules (e.g., whether it is considered a public opening, what/when items can be opened/viewed and by whom). |
| PD | | When the bids/costs are publicly opened, the System shall list user-defined bid information (e.g., name of bidder, total bid amount), based on specified criteria (e.g., sorted by vendor name, sorted by low price, accessible for view by the public with a record of who accessed the information). |
| PD | 101.00 | The System shall allow the user to review/evaluate the entire solicitation response (bid) and designate a bid as nonresponsive. |
| | | The System shall automatically incorporate data from the Bid Quote Worksheet into the purchase document, based on state need (e.g., have all/selected line items included). |
| PD | | The System shall allow a user to process (e.g., create, edit, send, track) notices to vendors/bidders for various purposes (e.g., notice of intent to award, notice of rejection, notice of protest). |
| PD | | The System shall automatically generate a purchase document number and have the number tracked to the requisition/solicitation number and other related procurement information. |

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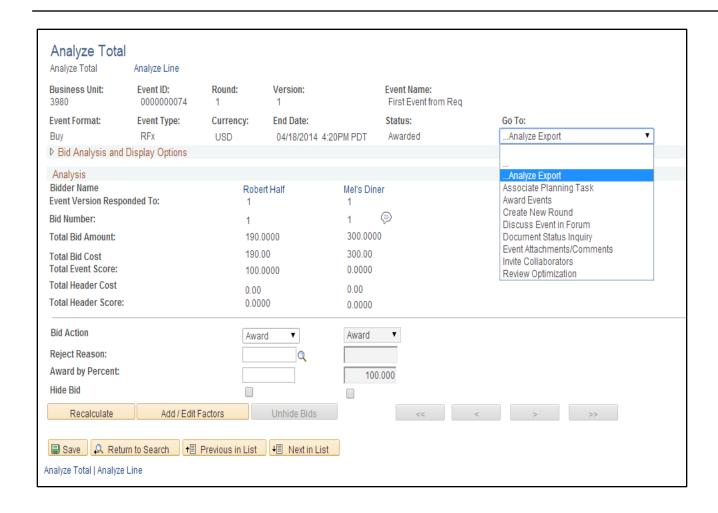
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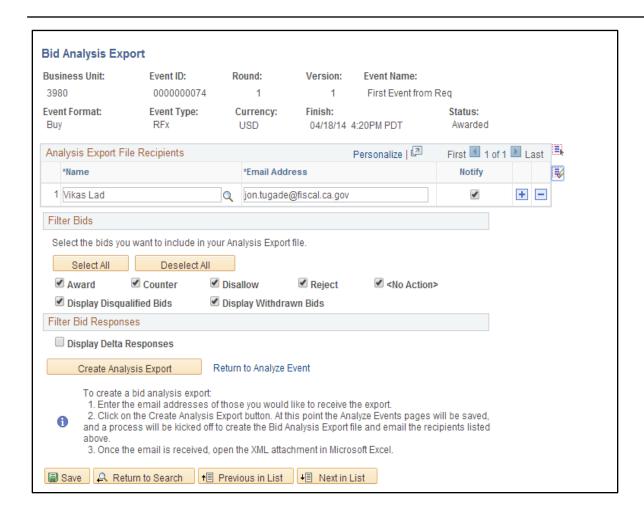
Key Points:

 Bid Analysis – Header Level



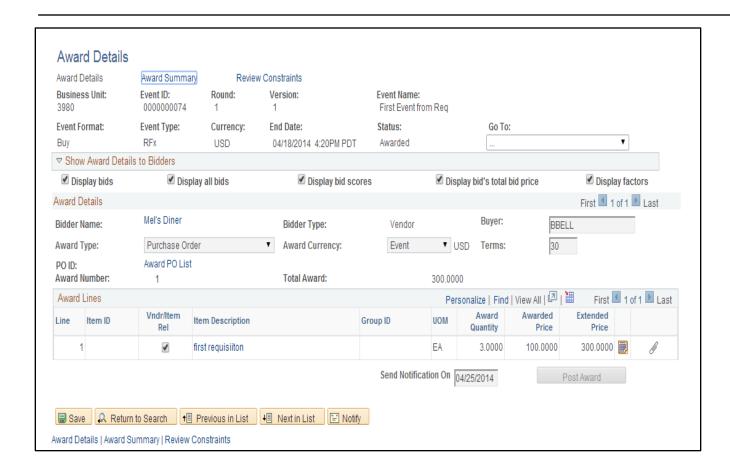
Key Points:

 Bid Analysis – Export to Excel



Key Points:

Bid Analysis –
 Export to Excel



Key Points:

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Award to PO

Scenario 4: Bid Evaluation and Award Key Gaps

Identification ongoing





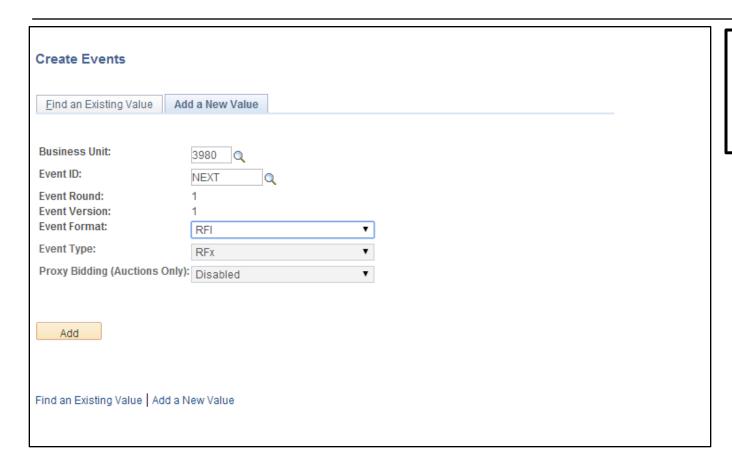
- RFI is public; no bidders specifically invited
- Request for technical information

| | ID | Requirement Description |
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| PD | 73.00 | The System shall allow the appropriate type of solicitation (e.g., Request For Proposals, Request For Quotations, Request for Qualifications, Invitation For Bids) to be selected based on state business rules (e.g., class of the transaction, dollar amount). |
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| PD | | The System shall allow a solicitation notification to be sent to every vendor with a profile that matches the UNSPSC(s) and/or to create a solicitation/mailing list (i.e., a list of who will receive or has received the solicitation) with the ability to modify the list (e.g., add/deactivate a vendor). |
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| PD | 111.00 | The System shall allow a user to process (e.g., create, edit, send, track) notices to vendors/bidders for various purposes (e.g., notice of intent to award, notice of rejection, notice of protest). |
| PD | 235.00 | The System shall allow for the CSCR to automatically send solicitation notifications to a vendor (e.g., matches their profile). |

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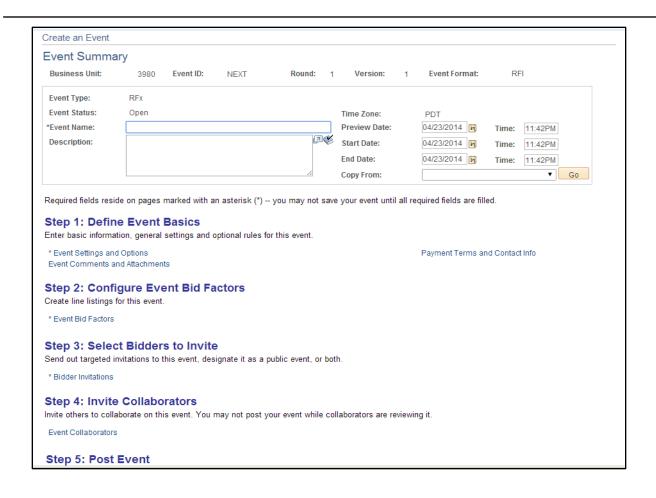


Key Points:

Event Creation

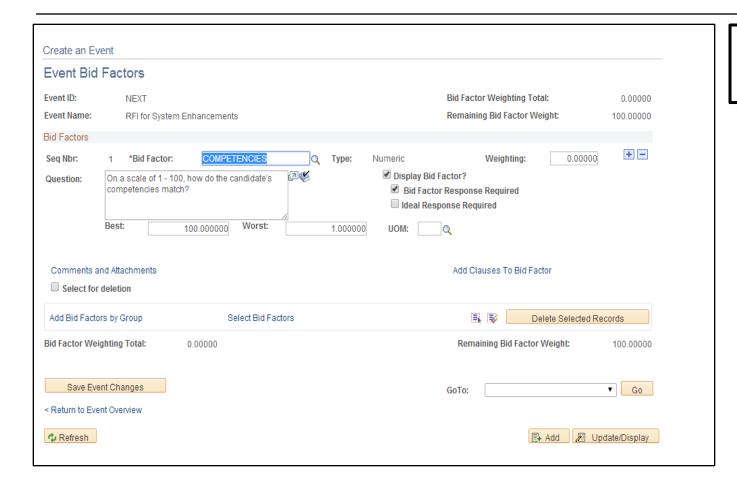
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 Event Format -RFI



Key Points:

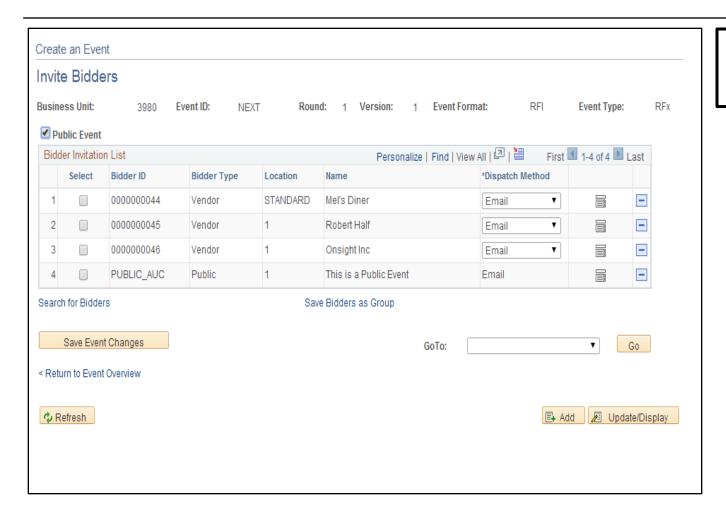
 RFI Event does not specify line item information



Key Points:

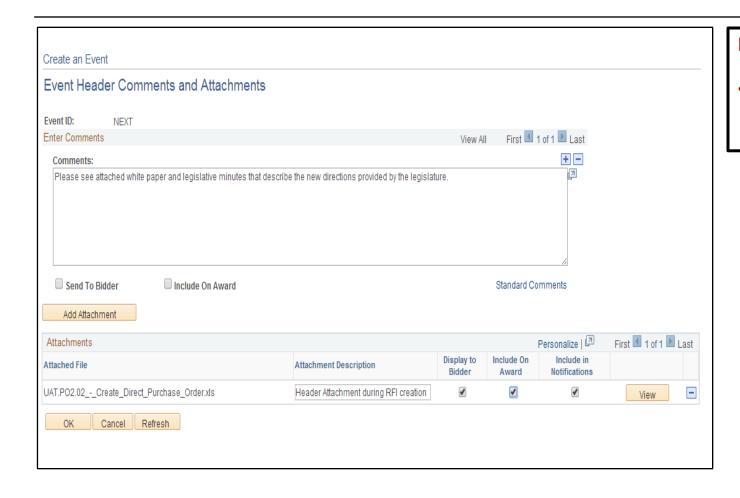
Enter Bid Factors

FI\$Cal



Key Points:

Invite Bidders



Key Points:

 Event Header Comments and Attachments

Scenario 5: Create Solicitation – RFI Key Gaps

Identification Ongoing





Technology Considerations

- Interfaces
 - TBD
- Conversions
 - Open Advertised Solicitations
- Data Protection
 - Confidential Solicitations
 - Confidential Bid Responses





Data Protection Overview

- FI\$Cal will receive and retain various types of data that will need to be protected. All data can be classified as:
 - Public
 - Personally Identifiable Information
 - Sensitive
 - Confidential
- Various state agencies assisted FI\$Cal in the development of a
 Data Classification and Protection Framework





Data Protection Overview

- All data that is received, retained, and transmitted by FI\$Cal protected by:
 - Business Unit
 - Encryption
 - □ Role Based Access
- In addition, data classified as PII, sensitive, and confidential will receive the additional protection of:
 - Masked
 - Tracking when added, updated, deleted, and read
 - □ Role Based Access, such as Confidential User



Data Protection – Key Terms

| Conversion | Definition |
|---|---|
| Public Information | Information maintained by state agencies that is not exempt from disclosure under the provisions of state or federal laws. |
| Confidential Information | Information maintained by state agencies that is exempt from disclosure under the provisions of state or federal laws. |
| Sensitive Information | Information maintained by state agencies that requires special precautions to protect from unauthorized use, access, disclosure, modification, loss, or deletion. Sensitive information may be either public or confidential. |
| Personally Identifiable Information | Information that identifies or describes an individual. This information must be protected from inappropriate access, use, or disclosure and must be made accessible to data subjects upon request. |

Data Protection - Processes & Fields

FI\$Cal

| Process Name | Field Description | FI\$Cal Standard Protection Framework | |
|---|---|---|--|
| Create and Approve Requisitions | Requisition ID | Standard Data i lotection level i or. | |
| Create and Approve Requisitions Create and Approve Requisitions Create and Approve Requisitions Manage Purchase Orders | Shipping Location Location ID Requestor Buyer ID PO Reference Buyer ID PO Date PO Line Number Category Code / UNSPSC Line Description Unit Price Line Quantity Unit of Measure Vendor ID Tax Exempt ID Agency Billing Code Acquisition Type for Purchase Acquisition Sub-Type | Confidential (Protected under the Public Records Act), Electronic Protected Health Information (e/PHI), Federal Tax Information, Notice Triggering Information, Payment Card Industry, Personally Identifiable Information (PII) and Sensitive Information, the following is the Standard Data Protection Level: 1. Mandates that Govern the Collection of this Field – State Administrative Manual (SAM). 2. Federal Tax Information Labeling – None. 3. FI\$Cal Standard Protection Method(s): • Business Level Security. • Encryption. • Masked (SSN, TIN, and Payment Card). • Role Based. 4. FI\$Cal Standard Actions to be Tracked: • Add, Delete, Update and Read. 5. FI\$Cal Standard Data Retention: Average 7 Years. (No data disposal planned for FI\$Cal currently). | |
| Manage Purchase Orders Manage Purchase Orders Occupate and Approve Beginning | Acquisition Method Acquisition Sub-Method | Confidential PII Sensitive | |
| Create and Approve Requisitions Create and Approve Requisitions Process Procurement Card Manage Purchase Orders | Requisition Date Requisition Line Number Merchant ID Attachments | Procurement classified as Public with the exception of the fields highlighted to be Sensitive | |
| May 2, 2014 | FI\$Cal: Transparency. Accuracy. Integrity. 77 | | |

Data Protection - Processes & Fields

| Process Name | Field Description | |
|--|----------------------------|--|
| | Sensitive | |
| ePro3 - Create and Approve Requisitions | Procurement Card Number | |
| ePro3 - Create and Approve Requisitions | Shipping Location | |
| ePro3 - Create and Approve Requisitions | Location ID | |
| ePro3 - Create and Approve Requisitions | Procurement Card Number | |
| ePro3 - Create and Approve Requisitions | Requestor | |
| PO2 - Manage Purchase Orders | Buyer ID | |
| PO2 - Manage Purchase Orders | Buyer ID | |
| PO2 - Manage Purchase Orders | Line Description | |
| PO4 - Process Procurement Card | Merchant ID | |
| PO2 - Manage Purchase Orders | Attachments | |
| | | |

FI\$Cal Standard Protection Framework

FISCal

Standard Data Protection level For:

Confidential (Protected under the Public Records Act), Electronic Protected Health Information (e/PHI), Federal Tax Information, Notice Triggering Information, Payment Card Industry, Personally Identifiable Information (PII) and Sensitive Information, the following is the Standard Data Protection Level:

- 1. Mandates that Govern the Collection of this Field State Administrative Manual (SAM).
- 2. Federal Tax Information Labeling None.
- 3. FI\$Cal Standard Protection Method(s):
 - · Business Level Security.
 - Encryption.
 - Masked (SSN, TIN, and Payment Card).
 - · Role Based.
- 4. FI\$Cal Standard Actions to be Tracked:
 - Add, Delete, Update and Read.
- 5. FI\$Cal Standard Data Retention: Average 7 Years. (No data disposal planned for FI\$Cal currently).

Public

Confidential

PII

Sensitive

Procurement classified as **Public** with the exception of the fields highlighted to be Sensitive





Data Protection – Next Steps

- FI\$Cal is expecting this framework confirmed by Wave 1 departments will also meet the data protection requirements of Wave 2 departments
- Opportunity to request additional data protection in Wave 2 task
 TECH201: Review Data Classification and Protection Framework





Related CRPs

Procurement Contracts, SCPRS, CSCR CRP





Session Recap

- Key Considerations
 - <Discuss the key input/feedback provided during session>
- Future Action Items
 - <Review open items discussed during session >
- Action Items
 - <List action items discussed during session>
- Concerns
 - <List concerns identified by FI\$Cal team prior to CRP session>
 - <Review concerns discussed during session >





Question and Answer



FI\$Cal Project Information:

http://www.fiscal.ca.gov/

or e-mail the FI\$Cal Project Team at:

fiscal.cmo@fiscal.ca.gov

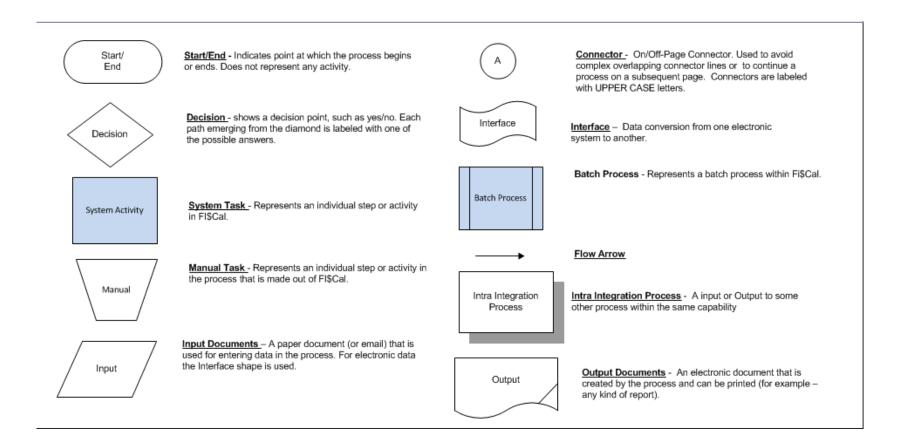




Appendix



Guide to Symbols in Flows





ChartField Cross Reference

